



Technical Energy Consulting Services RFP Pre-Proposal Conference

Dennis Hartline and Maria Ulrich
60 West Street, Annapolis, MD
October 13, 2010



- MEA seeks a consultant to assist in developing analyses and expert responses to complex energy issues.
- The tasks can include:
 - organizing, guiding, and providing expert knowledge to enhance and develop both existing and new energy programs
 - Providing expert testimony on energy issues
 - Handling rapid turnaround of MEA requests.

MEA Programs and Services

▶ Energy Efficiency

- Multi-Family Housing Retrofits
- Industrial/Commercial Loans
- State Agency Loan Program
- EmPOWERing Clean Energy Communities
- Farm Energy Technical Assistance

▶ Promoting Renewables

- Residential Renewable Grants
- Commercial/Gov't Building Renewables
- Alternative Transportation Fuel and Infrastructure grants
- Generating Clean Horizons
- Wind Power (in particular, Off-Shore Wind)

MEA Programs and Services

- ▶ **Financing Clean Energy**
 - EmPOWERing Local Financing
 - Clean Energy Economic Development
 - Clean Energy Job Training & Building Codes
- ▶ **Consumer Energy Information**
 - Comprehensive Energy Outlook
 - Energy Information System
 - Smart Grid and Energy Assurance
 - Educational Outreach
- Seventeen (17) plus energy programs

Procurement Officer:

Maria Ulrich

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Contract Manager:

Dennis Hartline

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* All questions concerning the RFP must be submitted to the Procurement Officer.

Contract Specifics

▶ Task 1

- Principally PSC Cases
 - Power Plant and Environmental Issues

▶ Task 2

- Coordination, Development, and Enhancement of Technical Energy Programs
- Focus is on Existing Programs

▶ Task 3

- Technical Support for New Energy Programs
 - Developing new programs and strategies
 - Developing the Clean Energy Center

▶ Other Tasks

- Ad hoc requests for analyses, opinions, or testimony not covered in the other Tasks

Scope of Work

- Contract is a 3 year, fixed hourly labor rate by labor classification
- Labor rate should include all support costs including expected travel and administrative expenses
- Contract extends from notice to proceed thru 12/31/13
- Award based on:
 - technical response
 - experience and capabilities
 - understanding and methodology
 - personnel qualifications
 - economic benefit
 - DOE approval
 - average cost
- Task efforts will be handled via individual Task Orders

- Two separate parts to proposal and its evaluation
 - Technical and Financial
 - No financial information in the technical proposal
- Vendor is expected to make oral presentations when scheduled
- Identify/justify confidential information
- Single proposal; no alternates
- 10% MBE goal as a minimum
- Economy of preparation appreciated
- Proposal consistency with RFP numbering required;
 - For Example:
 - 1.1 – any comment on Summary Statement
 - 1.2 – any comment on Abbreviations and Definitions
 - 3.45 – executive summary
 - 3.46 – offeror experience and capabilities

- ▶ MEA will initiate a Task Order Request
- ▶ Defined in Task Orders to specify:
 - The work plan
 - Timing and Sequence of deliverables
 - Identify Subcontractor roles
 - The labor resources and costs estimate
 - Including Subcontractors

Task Order Subject Matter

- Typical Work Requests
 - Evaluate potential for efficiency improvements in Transmission and Distribution systems
 - Evaluation of the concept of Renewable Energy Zones
 - Review of Energy related questions from the Maryland House of Representatives Economic Matters Committee
 - Testimony to the MD PSC to provide MEA's opinion on the PJM's Reliability Pricing Model

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Further Discussion and Questions

